



FAPPO FALL WORKSHOP - "NEGOTIATING THE PATH"
Hilton St. Augustine Historic Bayfront
October 16, 2015

Time	General Description	Speaker	UPPCC Ed Hrs	ISM Ed Hrs
8:00 - 8:15 am	Opening Session - Why Make a Difference?	Joe Benjamin, CPPO, CPPB, FCCM Purchasing Manager, City of Plant City, FAPPO President	0.25	0.25
8:15 - 10:15 am	Improving Negotiations through Emotional Intelligence	Ryan Darby, Ph.D., Associate Professor, Flagler College	2.00	2.00
10:30 - 12:30 pm	Using Strengths to Achieve Career Success	Ryan Darby, Ph.D., Associate Professor, Flagler College	2.00	2.00
12:30 - 1:50 pm	Lunch		N/A	N/A
1:50 - 3:50 pm	Negotiation: Preparation, Principles, Types and Strategies	Namita Uppal, C.P.M., Chief Negotiator, Broward County	2.00	2.00
1:50 - 2:50 pm	Q&A on Morning Sessions	Ryan Darby, Ph.D., Associate Professor, Flagler College	1.00	1.00
2:50 - 3:50 pm	Negotiating RFPs/ITNs	Alan Weaver, CPPO, CPPB, FCCN, FCCM, Sr. Procurement Specialist, St. Johns River Water Management District	1.00	1.00
4:00 - 4:45 pm	The Latest and Greatest on Florida's Sunshine Law	David M. Snyder	0.75	0.75
4:45 - 5:00 pm	Closing Session	Joe Benjamin, CPPO, CPPB, FCCM Purchasing Manager, City of Plant City, FAPPO President	0.25	0.25

Circle session attended. I hereby certify that:

I attended the entire conference; or

I attended each of the circled sessions.

Total number of educational hours attended: _____

Attendee Name: _____

Agency Name: _____

Address: _____

Attendee Signature

Date